

INSURANCE TELEMATIC EUROPEAN CONFERENCE
MAY 4-5 2011 LONDON

A CAPTIVATING BUSINESS CASE TO WIN APPROVAL



G R O U P

First In Safety, Security and Assistance



MISSION



Since 1974 the assurance of the experience in the world of Satellite Systems

First in Safety, Security and Services



G R O U P

**DESIGN & ELECTRONIC
MANUFACTURING**



LOCATION BASED SERVICES



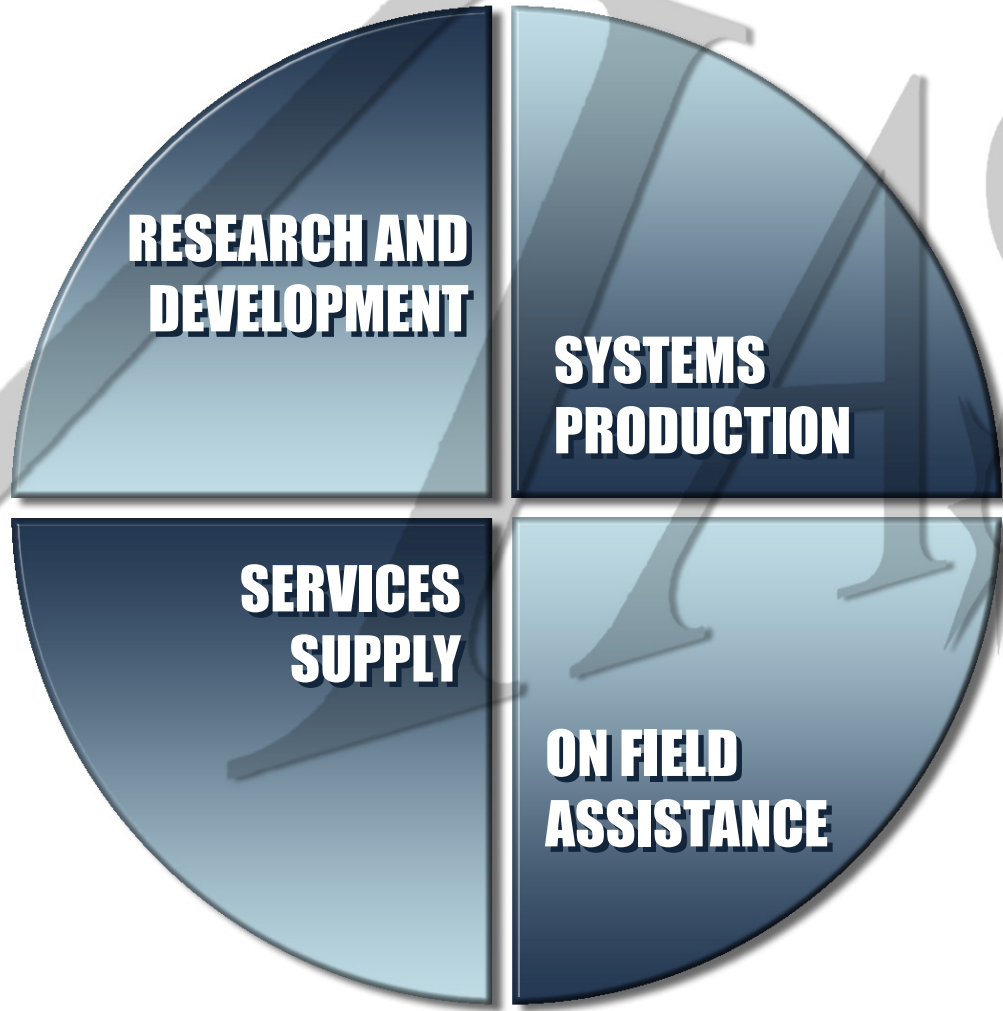
B2B

B2C

FMS

INSURANCE

Operation Chain



The Telematic Evolution



YESTERDAY



PROPERTY OBU

SECURITY SERVICES

TODAY



FREE LOAN OBU

SECURITY SERVICES

INSURANCE SOLUTIONS

TOMORROW



OEM'S SYSTEMS

SECURITY-SAFETY SERVICES

INSURANCE SOLUTIONS

Our Services



SECURITY
Stolen vehicle tracking

SAFETY
ECall BCall

CAR SHARING
Remote car management

INFOMOBILITY
Floating car data

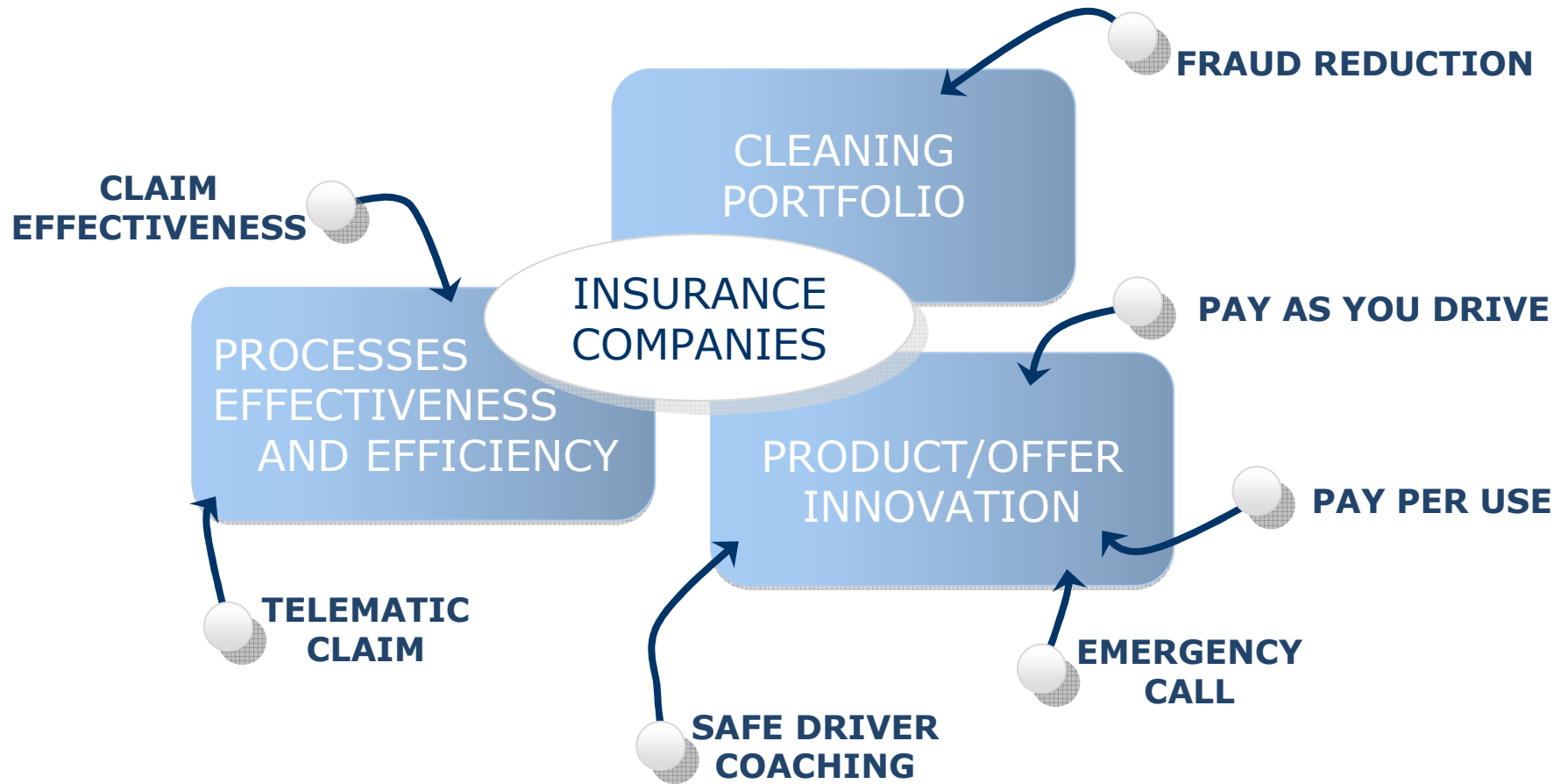
TRACK & TRACE

**CLAIM
MANAGEMENT**

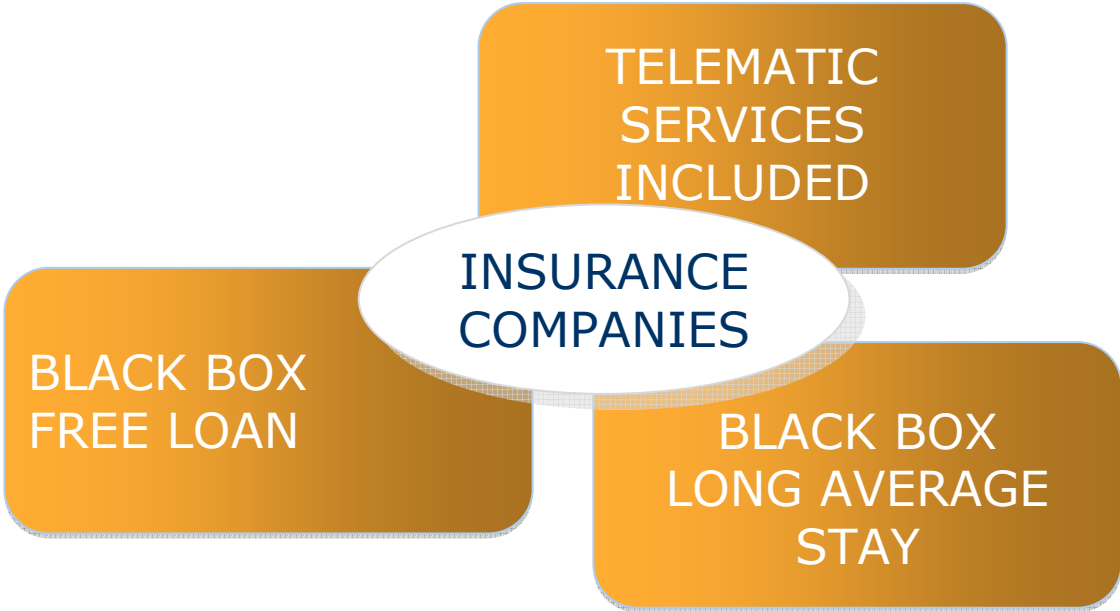
**PAY PER USE
PAY AS YOU DRIVE**

**FLEET
MANAGEMENT**

COMPANIES AIMS



REFERENCE BUSINESS MODEL



How to win in the insurance-driven market



SELL INSURANCE POLICIES

**BUY NEW, MORE CONVENIENT,
INSURANCE POLICIES**

**They don't have to worry
about the satellite
system**



insurance agent

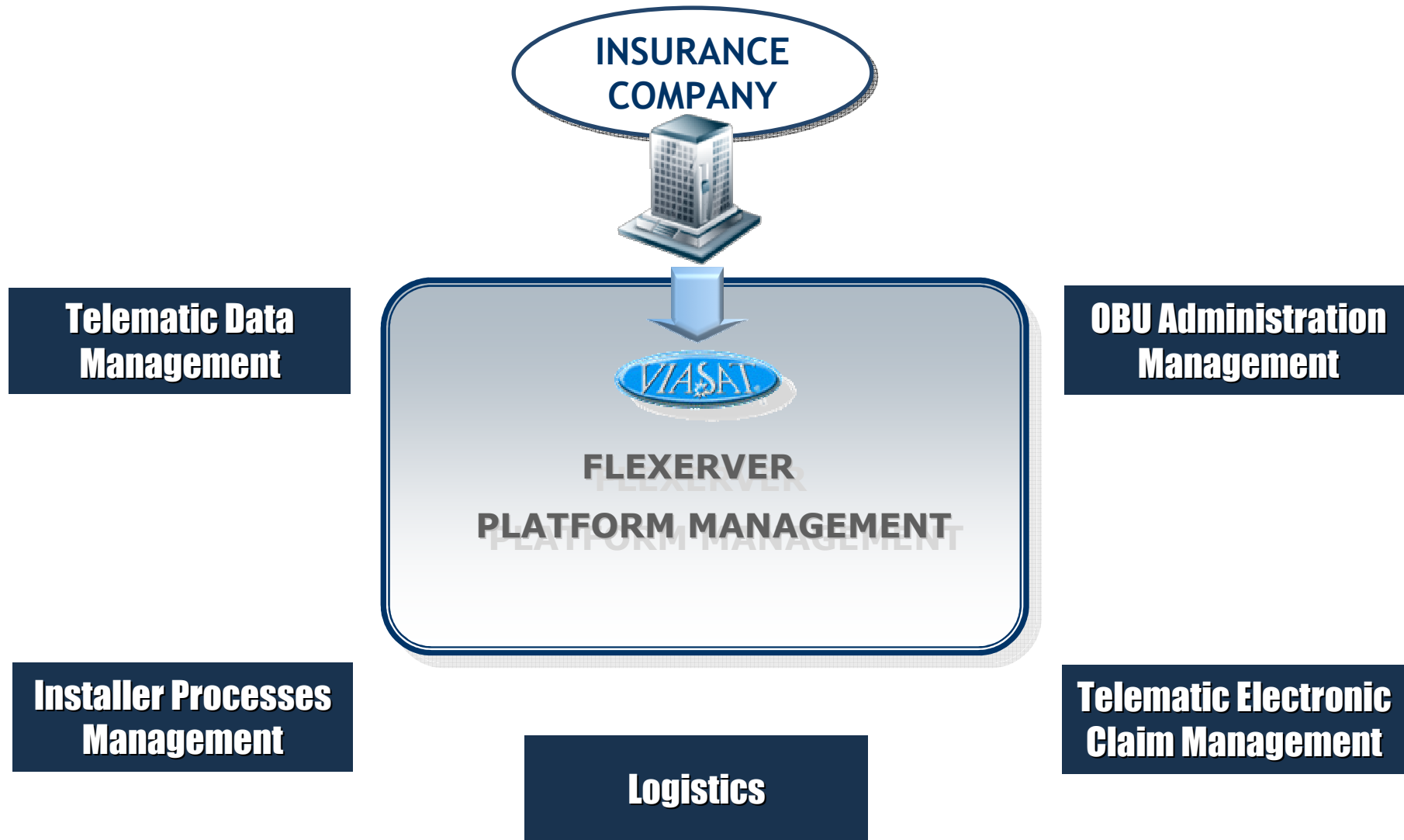


customers

TELEMATIC PROVIDER

**fully deployment of the supply chain
and installation processes**

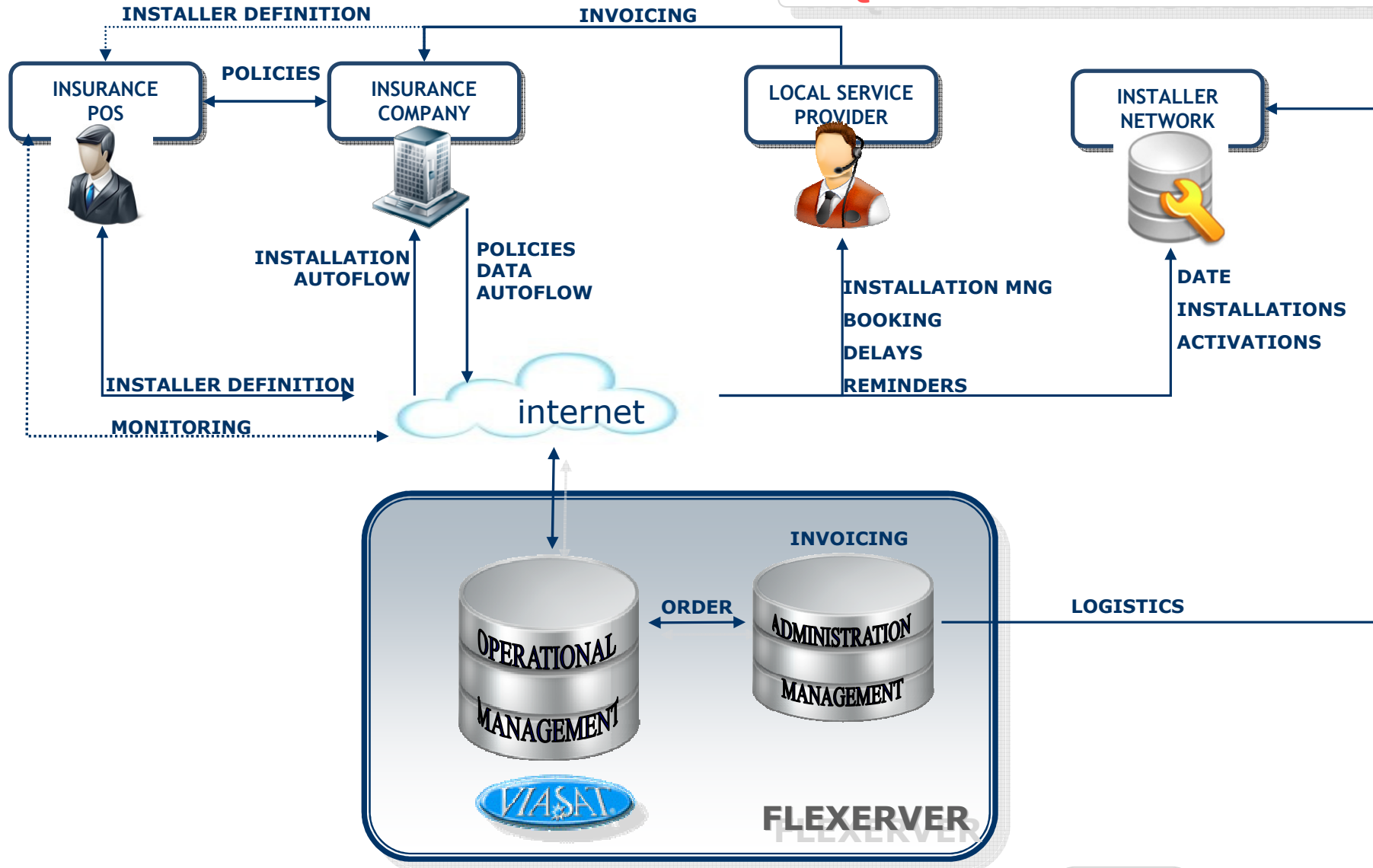
**Telematic's pricing compatible and
consistent with the insurance offer**



Management Architecture



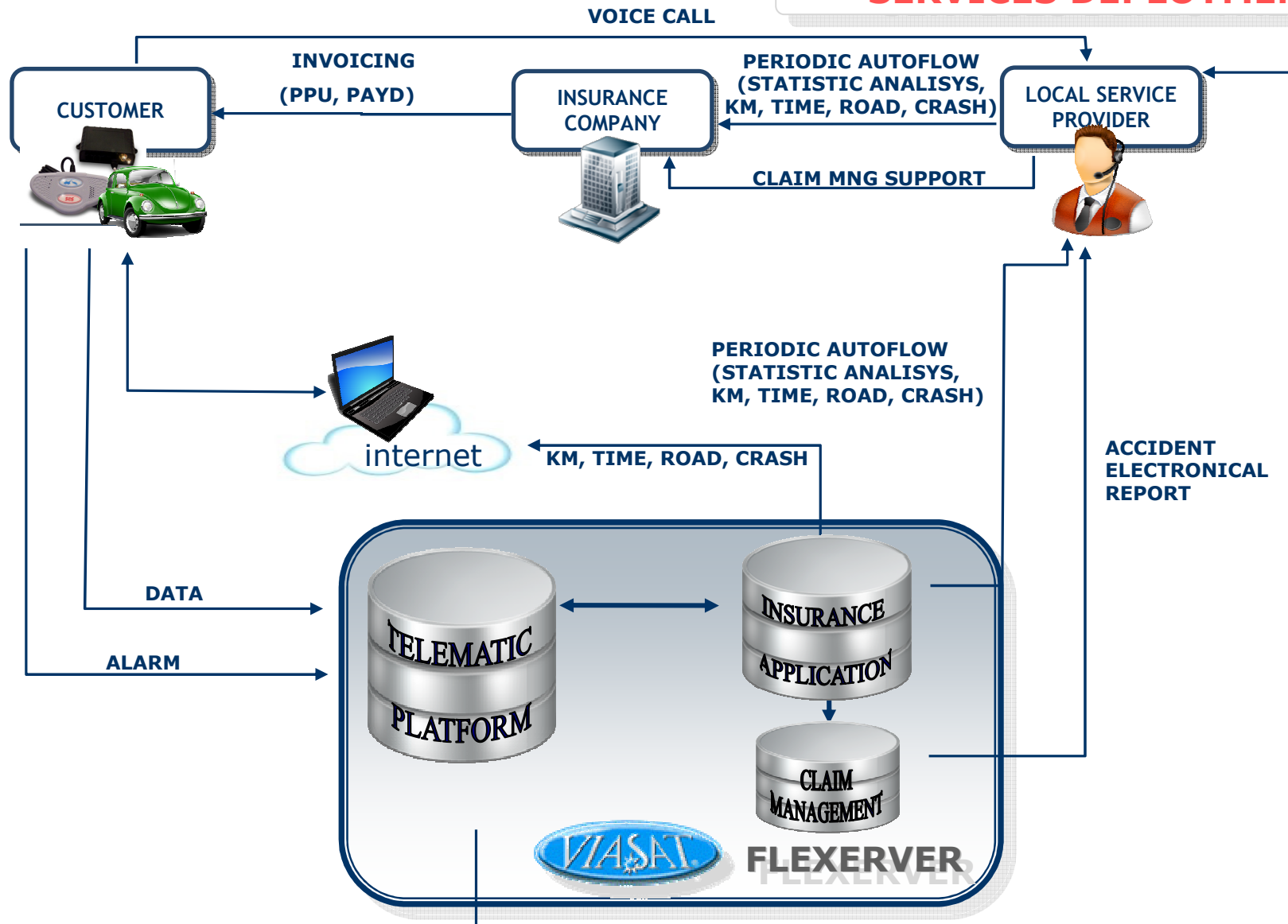
ACQUISITION & INSTALLATION



Management Architecture



SERVICES DEPLOYMENT





EASY AND FAST TO INSTALL



MULTIFUNCTIONAL INTEGRATED 3 AXIS ACCELEROMETER



AUTOMATIC CRASH DETECTION



DATA STORAGE & COLLECTION



$\leq 5\text{mA}$ IN STAND BY



MODULAR AND SCALABLE CONFIGURATION



REMOTE SOFTWARE UPDATE

**THIRD-PARTY
POLICY**



USAGE

Crash detection, registration, test and storage (claim management)

Registrazione ed analisi dei dati di utilizzo e stili di guida (PPU,PAYD)

THEFT



SECURITY

Automatic and On Demand Alarm Management

Stolen Vehicle Tracking & Recovery

ASSISTANCE (VAS)



SAFETY

Medical and meccanical Assistance

Servizi integrativi

New VAS



Monthly statistics

Ottobre 2010

[Torna ai consuntivi](#)

STATISTICHE MENSILI

KM	NUMERO VIAGGI	DURATA MEDIA	DURATA TOTALE	% URBANO	% EXTRAURBANO	% AUTOSTRADA	VELOCITA' MEDIA	VELOCITA' MASSIMA
198,90	40	9,05	362	78,70	21,30	00	34	97

Hourly Statistics

GIORNO SETTIMANA	FASCIA ORARIA	DURATA MEDIA VIAGGIO IN FASCIA	DURATA TOTALE VIAGGIO	% GIORNALIERA VIAGGIO IN FASCIA
DOMENICA	00:00-06:00	10,35	20,70	15,99
DOMENICA	06:00-10:00	2,31	4,63	3,57
DOMENICA	20:00-24:00	34,70	104,11	80,42
LUNEDI	06:00-10:00	8,25	8,25	25,37
LUNEDI	10:00-17:00	4,59	13,78	42,38
LUNEDI	17:00-20:00	4,11	8,23	25,31
LUNEDI	20:00-24:00	1,12	2,25	6,92
MARTEDI	00:00-06:00	2,03	4,06	12,37
MARTEDI	06:00-10:00	7,96	7,96	24,26
MARTEDI	10:00-17:00	4,27	12,81	39,05
MARTEDI	17:00-20:00	7,53	7,53	22,95
MARTEDI	20:00-24:00	0,41	0,41	1,25
MERCOLEDI	06:00-10:00	6,51	6,51	100
VENERDI	06:00-10:00	7,11	7,11	17,68
VENERDI	10:00-17:00	6,93	13,86	34,47
VENERDI	17:00-20:00	4,46	13,38	33,28
VENERDI	20:00-24:00	1,94	5,83	14,50
SABATO	00:00-06:00	6,39	12,78	10,28
SABATO	06:00-10:00	6,22	24,90	20,04
SABATO	10:00-17:00	4,72	42,50	34,20
SABATO	17:00-20:00	2,18	2,18	1,75
SABATO	20:00-24:00	20,94	41,88	33,70

Accident electronical report



TELEMATIC CRASH REPORT

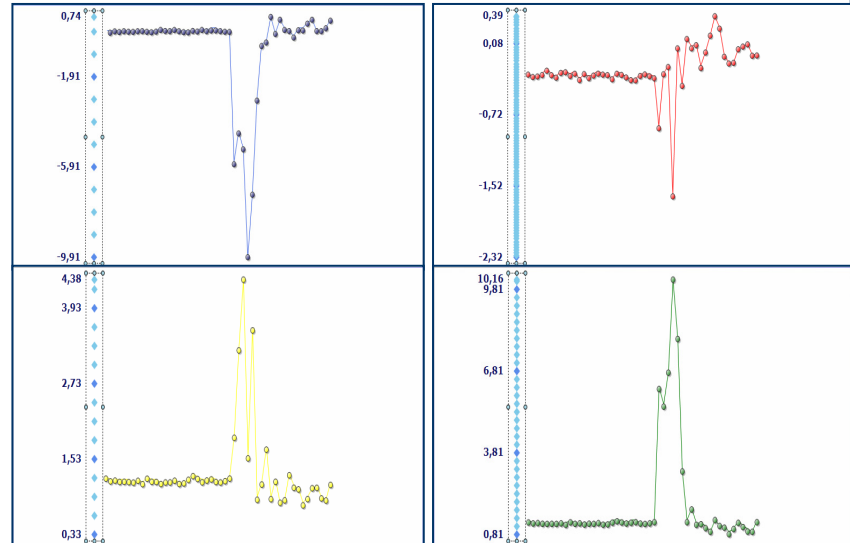
DATI DENUNCIA			
Targa AA000BB		I.D. 1234567	
Data 02/02/2010	Ora 12.30	VialPiazza Corso Rosselli	Città Torino Pv. TO
Dinamica: la controparte tampona il veicolo del nostro cliente			

DATI SATELLITARE			
Data 02/02/2010		Ora 12.30	
VialPiazza Corso Rosselli		Città Torino Pv. TO	
Velocità 32 km/h	Entità impatto: 10 G (alto)		



DICHIARAZIONE PERITO VIASAT: DALL'ANALISI DEI DATI REGISTRATI DALLA CENTRALINA, CHE RISULTA REGOLARMENTE FUNZIONANTE, SONO CONFERMATE LE CIRCOSTANZE DI TEMPO E LUOGO E LA DINAMICA INDICATI IN DENUNCIA. NELLO SPECIFICO L'AUTO HA SUBITO UNA FORTE ACCELERAZIONE POSITIVA SULL'ASSE X PERFETTAMENTE COMPATIBILE CON LA DINAMICA DI TEMPONAMENTO, CON LA PRESENZA DI DANNI RILEVANTI ALL'AUTO ED AL CONDUCENTE/PASSEGGERI.

IMMAGINIIGRAFICI



Accident electronical report



web page crash data

Data e ora 25/07/2010 03:19:38
Indirizzo/Località 079080 - (MONTAURO,SS106)

Aggiungi files allegati

Mappe Mappa Satellite Ibrida Rilievo

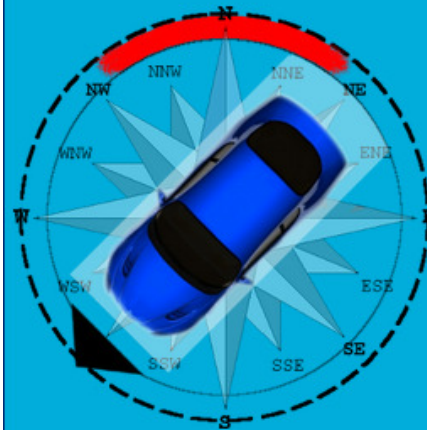
POWERED BY Google

500m data ©2011 Tele Atlas - Termini e condizioni d'uso

Visualizza dettagli

DINAMICA

Direzione veicolo Zona di impatto



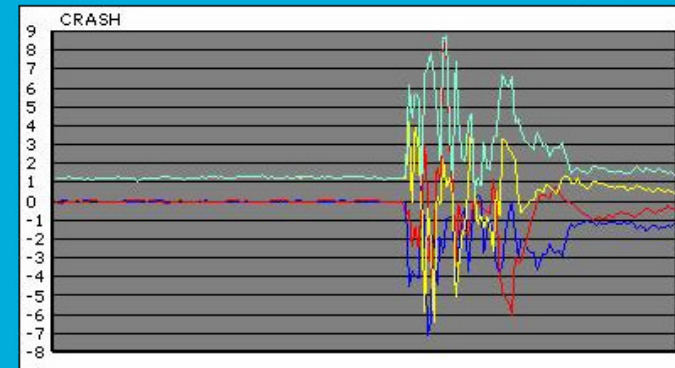
Velocità all'impatto (km/h)

82

Entità dell'impatto (G)

8,70

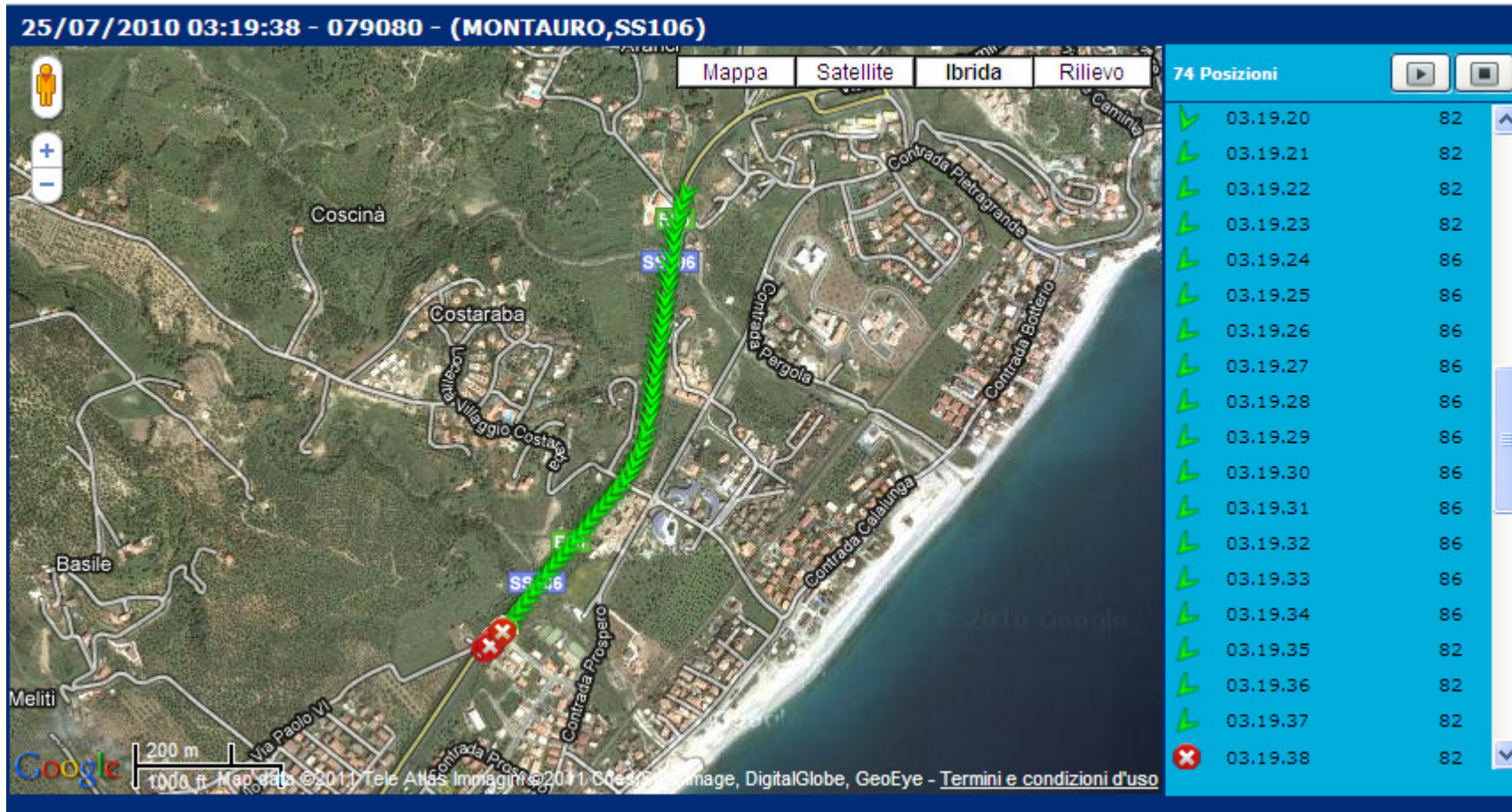
Asse X Asse Y Asse Z Risultante



Accident electronical report



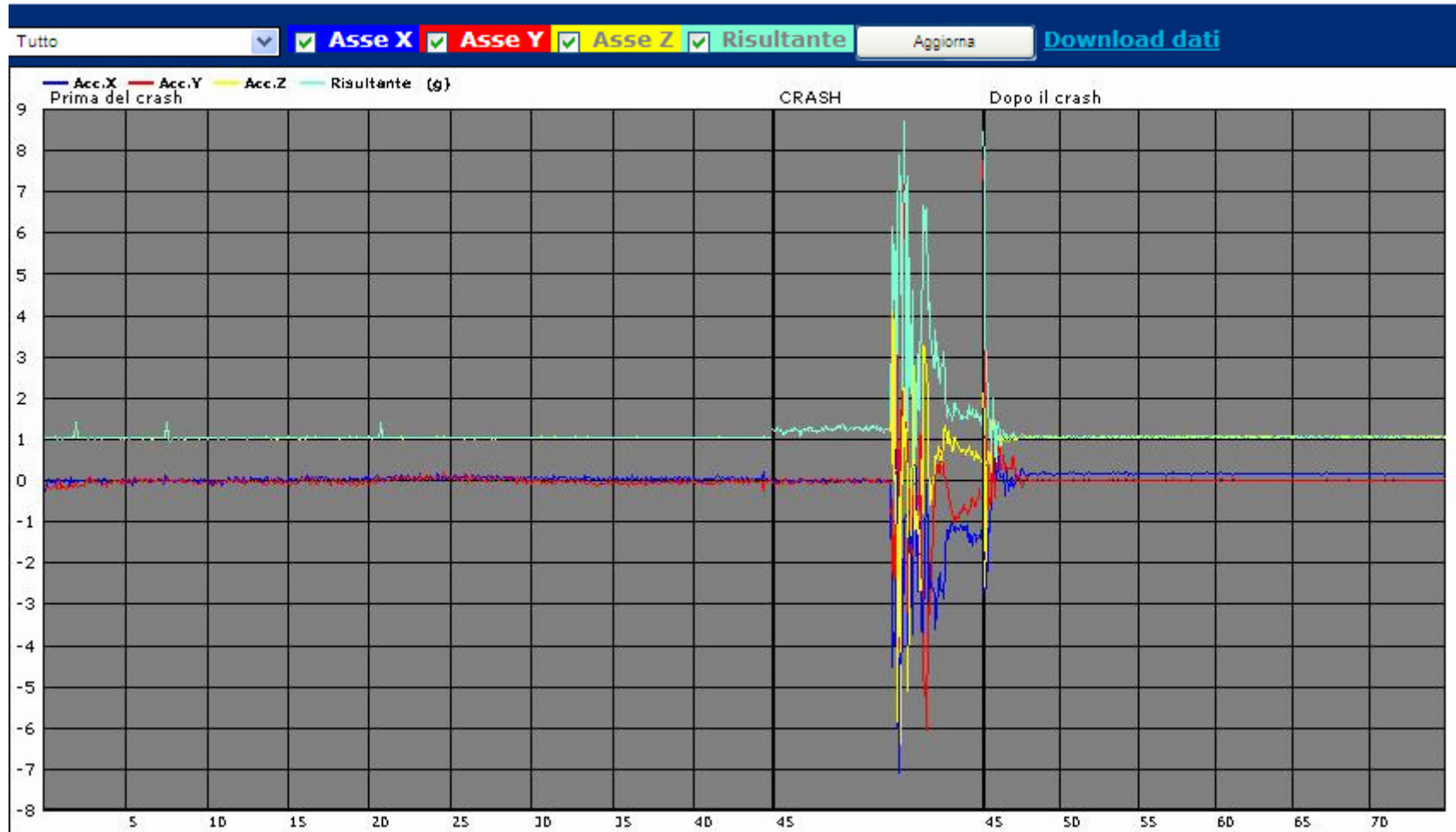
Road course and speed



Accident electrical report



accelerations details





Paolo Ravicchio

Ultimo accesso: 02/02/2011 19:51:23

Logout

Costanti di Rischio

ID Terminale:

RISK BY MONTH

ID - Modello	Anno - Mese	Periodo	RT	RS	RU	RH	RD	RV	RC	RA	Indice RCA
1200020-101	2009 - 06	24/06/2009 19:22:52 - 30/06/2009 20:30:01	2.10	0.68	0.36	2.29	0.15	0.83	0.00	0.00	6.41
1200020-101	2009 - 07	01/07/2009 07:54:29 - 31/07/2009 16:41:29	1.82	0.72	0.72	2.26	0.11	1.11	0.00	0.00	6.73
1200020-101	2009 - 08	01/08/2009 08:32:07 - 31/08/2009 18:12:40	2.60	0.93	0.81	2.21	0.12	0.81	0.00	0.00	7.47
1200020-101	2009 - 09	01/09/2009 07:46:29 - 30/09/2009 22:15:28	1.54	0.96	0.54	2.43	0.11	1.06	0.00	0.00	6.63
1200020-101	2009 - 10	01/10/2009 08:30:57 - 12/10/2009 08:38:53	1.54	0.86	0.18	2.53	0.12	1.58	0.00	0.00	6.82
1200020-101	2010 - 04	21/04/2010 18:17:39 - 30/04/2010 19:28:18	1.54	0.93	0.18	2.44	0.10	0.60	0.00	0.00	5.79
1200020-101	2010 - 05	01/05/2010 21:01:00 - 31/05/2010 19:05:37	1.75	0.84	0.63	2.38	0.11	0.91	0.00	0.00	6.61
1200020-101	2010 - 06	01/06/2010 07:53:27 - 21/06/2010 08:18:32	1.54	0.94	0.36	2.47	0.11	1.10	0.00	0.00	6.52

RISK BY YEARS

ID - Modello	Anno	Periodo	RT	RS	RU	RH	RD	RV	RC	RA	Indice RCA
1200020-101	2009	24/06/2009 19:22:52 - 12/10/2009 08:38:53	2.02	0.84	0.63	2.30	0.12	0.93	0.00	0.00	6.83
1200020-101	2010	21/04/2010 18:17:39 - 21/06/2010 08:18:32	1.66	0.88	0.54	2.42	0.11	0.91	0.00	0.00	6.52



VIASAT
GROUP

THANK YOU FOR YOUR ATTENTION

Contact me at

Giuseppe.Lemessi@ViasatGroup.it